



Erik J. Ness
Vice President & General Counsel
Eness@sesenergy.org

April 10, 2017

By Electronic Filing

Donna Nickerson, Secretary
Delaware Public Service Commission
861 Silver Lake Blvd.
Cannon Building, Suite 100
Dover, Delaware 19904

RE: Secure Energy Solutions, LLC Regulation Docket 49 Compliance Filing in Docket No. 10-426, In the Matter of the Application of Secure Energy Solutions, LLC for a Certificate to Provide Electric Supply Services Within the State of Delaware.

Dear Ms. Nickerson:

This letter and the attached documents represent Secure Energy Solutions, LLC's compliance with the obligations set forth in Regulation Docket 49, pursuant to Order No. 9020 dated February 2, 2017. We will also email a copy of this filing to psc@state.de.us as requested by Commission Memorandum dated March 30, 2017 from Toni Loper, Public Utility Analyst.

Secure Energy Solutions does not market to Residential Customers, nor does it specifically market to Small Commercial Customers. Our primary focus has been, and remains, medium to large commercial and industrial customers and municipalities. Our marketing efforts involve Telemarketing, as that term is defined in the Regulations, to potential customers in Delaware, but these efforts are limited to seeking to set in-person meetings for our outside sales staff. We do not specifically target Small Commercial Customers, but it is not always possible to differentiate Customer Classes from our various sales lead sources. More importantly, with respect to our Telemarketing efforts, we do not attempt to initiate supply Contracts by seeking consent over the phone or through any form of third party verification.

We do not currently have a marketing plan that targets any of the various Customer Classes in Delaware, nor do we have any marketing materials that specifically target potential

Ms. Donna Nickerson, Secretary

April 10, 2017

Page 2 of 2

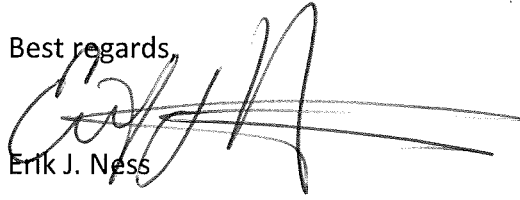
Residential or Small Commercial Customers, as they are not within our intended target customer base. We do utilize some generic marketing materials for use in the various markets that we occupy. We have enclosed copies of those marketing materials as Exhibit A.

We do not utilize any third party vendors or Telemarketing firms. All Telemarketing into all markets, including Delaware, initiates from our East Longmeadow, Massachusetts or Montville, New Jersey offices, and is performed only by employees of Secure Energy. Secure Energy employees are not provided scripts, and are not allowed to attempt to bind customers by obtaining consent to contract terms over the phone or by any other electronic means- they are only trained to set appointments for our outside sales staff to meet with prospective clients.

Should you require any additional information regarding this filing, please do not hesitate to contact me by phone or email.

Best regards,

Erik J. Ness



EJN/mmi

Enclosures